

Customer Name: County of Monroe, NY

Approver:

HQAPP:

1. 77% discount on License and Support.
2. 5-Year Support Cap (0%).
3. Pricing must remain valid for 210 days from submission of proposal (8/29/2003).
4. Waive 10% Minimum professional user license requirement.
5. Request concept approval to incorporate source code Escrow language as requested by customer.

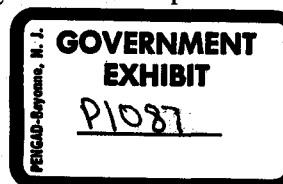
Deal Summary:

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Product Mix:	Old E-Business Suite: E-Business Suite – 350 Professional Users E-Business Suite – 580 Employee Users Suite Add-Ons: Sourcing – 5 Application Users Payroll – 5800 Persons Time & Labor – 5800 Persons Flat Fee for 1-12,500 Orders – 1 Orders Per Year
License Discount	77%
Support Discount	77%
Support Options/Holds	5 Year 0% Cap
Price Holds	
List License	\$2,387,900
List Support	\$525,338
Net License	\$549,217
Net Support	\$120,828
Net Price	\$670,045
Price List Used	NYS Contract #PT59019 – Feb 2003

Justification:

This opportunity is a competitive RFP against Peoplesoft and SAP. We were recently defeated by SAP in a neighboring County (Erie County), which is 50 Miles from Monroe County. We FOIL'ed the SAP response for the neighboring County and the discounts requested are predicated upon the contract that SAP signed in Erie County. SAP's contract with Erie was for \$1,000,000 with fixed annual support fee of \$170,000 for 5 years and was for 10,000 users.

1. If the bid price at Monroe County by SAP is similar to what they contracted at Erie County, the account team believes that the requested discount positions Oracle 1% below the cost of SAP.
2. The 5-year support cap for annual maintenance is being requested because customer has requested a price for outyear support fees in their RFP and to mitigate SAP's 17% annual support fees and expectation that they will flatline support as they did in Erie County.
3. Pricing must remain valid for 210 Days from 8/29/03, as a requirement of the RFP.
4. Pricing is based on the ebusiness suite pricing in NYS Contract PT59019. The customer has a requirement for Professional users less than the 10% minimum required when licensing the Oracle e-Business Suite. Given the competitive nature of this procurement against SAP and Peoplesoft, we ask that this business practice be waived, so that we can match SAP pricing. Alternatively, a higher discount would be required.
5. The account team is requesting concept approval to satisfy the escrow requirement as outlined in the RFP.



Recommendation: (leave blank)

Submitted By: Steve Frank – 518.257.7417

R: (leave blank)

C: (leave blank)

L: (leave blank)

A: (leave blank)

BP: (leave blank)